What Others Say About Results From Herald Want Ads

No. 15.

341 West 139th Street. THE NEW YORK HERALD

I amindeed grateful to you for the quick response received through my Furnished Room advertisement which appeared yeaterday. It surely proves that intelligent and responsive people read The New York Herald, as they were the type of persons who called at my home, and I am indeed glad that I will have such a party as a paying guest. a party as a paying guest.

I congratulate you and wish you permanent suc-

Mrs. P. MEEHAN. Place All Your Want Ads in THE NEW YORK HERALD

HELP WANTED-MALE.

Telephone Worth 10,000

If you have any desire to get into the sales game, an exceptional opportunity is offered by a large financial institution for men of good education and connection. Write us in detail who you are, your connections, your education and of your experience, if any. College men of good families preferred. Write A. H., Foat Office Box 372, City Hall station, New York city.

Salesmen wanted to sell New York Stock Exchange listed se-curities; good opportunity to live, men who either have a clientele or can develop one Apply Mr. Jackson, 1845 Broad-

SALESMEN.

DO YOU WANT TO MAKE MORE MONEY? DO YOU WANT A PER-MANENT POSITION AND A CHANCE TO GROW INTO AN EXCEUTIVES PLACE? IF SO, AND YOU ARE ENERGETIC AND WILLING TO WORK, APPLY 10:30 A. M. AND 2:30 AND 7:30 P. M.

SALESMAN

for long established and well known company manufacturing line of highest grade decorated and plain in cans and in boxes; must be experienced, have good references, and know his business and trade; splengid opportunity for capable man; good salary and bonus compensation as an inducement for best effort. Replies will be treated in strict confidence. Y 2083 Herald, 280 B-way.

SALESMAN (MECHANICAL)

wanted by long established, well known manufacturer of Industrial temperature controlling, Indusung and recording equipment; actual mechani-cal sales experience necessary; give particulars, including salary vanted in first letter to receive considera-tion. Box 112, 506 Fitzgerald Bidg.

SALESMAN having knowledge dress, lamp shade trimmings; acquainted with de-partment store, office and manufacturing trade, city and vicinity; salary or commis-sion. Address Importer T. C., 332 Heraid, Herald sq.

SALESMAN having knowledge dress trimmings, with established trade, eastern Pennsylvania, New England and New York State Commission with expenses paid. Address Importer M. B., 333 Herald, Herald sq.

BALESMAN — EDUCATED PROTESTANT, FOR LUCATIVE AND CONGENIAL FI-NANCIAL WORK: INTERESTED PROS-PECTS SUPPLIED BY US: PERMANENT CONNECTION. SEND QUALIFICATIONS TO Y 2013 HERALD, 280 B'WAY.

SALESMEN-Opening for several auto accessory salesmen of high ealiber to connect with established concern, specializing in auto truck accessories; state qualifications and past experience. W 495 Reraid, Heraid ag.

SALESMAN wanted to sell candy specialty in exclusive territory on commission; pre-ferably carried as a side line; attractive ar-ticle backed by good advertising. Apply by letter to Room 508, 10 E, 43d st., staling qualifications and territory desired. SALESMEN-Sell every retailer, attractively displayed new invention of great selling merit; unusually advantageous terms; book orders from model we send; liberal commission; bonanza for hustlers; write to-day. Universal Co., 11 Highland Park av., Roxbury, Mass.

SALESMAN

for retail planos and phonographs (outside), steady work for earnest young man of good address; old established firm. D 2112 Herald, revealed and sanitary preparations wants two experienced anleamen for New SALESMEN AND MANAGERS to sell suburban small house and farms; newspaper leads furnished; excelent opportunity to make big money; salary and commitments to make big money; salary and commitments of the sellines; for continuity to make big money; salary and commitments of the sellines; the sellines; the sellines; the sellines; steady possible of the sell

4th av.

8ALESMAN.—A New York corporation (est., 1916) has opportunity for sale-man, age quainted with the shirting flannel trade desired; Christian firm. G 1081 Herald, Pulpreferred. Phone Mr. Romaine, Murray Hill F022, for appointment.

8ALESMAN wanted, experienced; one acquainted with the shirting flannel trade desired; Christian firm. G 1081 Herald, Pulpreferred. Phone Mr. Romaine, Murray Hill F022, for appointment.

HELP WANTED-MALE.

SALESMEN. Part Time and Evening Work.

HAVE YOU EVER BACKED YOURSELF TO WIN? Most big men never find them-selves, or their life work until they are well past middle age, and the reason they win is be-cause they have backed them-selves to win, and they have never lost confidence, even after reaching the age where most men have decided to take the count.

To win anything you must be

A thorough knowledge of salesmanship is absolutely essential to success in any form of business. Many successful salesmen were formerly clerks, rechanks, or unsuccessful men in various professions, and would still continue to be unsuccessful if they were willing to remain in their original po-

This institution occupies two entire floors in the Knieker-becker Building. It has a sales force of more than one thousand men engaged in the financing of established American businesses. We are constantly training men from all walks of life. The expenses of the training is borne entirely by the institution, it costs the men nothing but their time.

This course of training may be secured during the evenings without in any way interfering with your day position. No mat-ter what your previous experi-ence, or line of work has been, you may have it in you to suc-ceed in a big way, and this is your opportunity to find out.

Our proposition is thoroughly explained on Monday and Thursday nights, this week. Call between 7.30 and 8 P. M. to register for our meeting, which is held promptly at 8 P. M.

Many men have read, and pool-pooled this advertisement before. Other men have read it and investigated. HAVE YOU EVER BACKED YOUR-SELF TO WIN?

12th and 13th Floors, Knickerbocker Building, 42d street and Broadway

SALESMEN.

A corporation manufacturing and marketing a number of revolutionary American products, and backed by some of the best known business men of this city, desires a few more men of high calibre to add to their sales for the calls for the calls

Our salesmen are raising the money with which to market the products by selling the securities of the Corporation, and at the same time are being trained for our National Merchandising Sales Organical

Our salesmen, we believe, are making more in commissions than any similar organization in New York city, and this has been made possible through a system which climinates the "cold calla." This plan he has shown that he means a soon as the bas shown that he means

This is a real opportunity for you to make an advantageous and permanent connection with a permanent Corporation.

For complete details, call MONDAY, FEBRUARY 20, AT 1:30 P. M. Kindly ask for Mr. Pringle. KENDALL PRODUCTS CORPORATION, Buckley-Newhall Building, 709 6th av. (between 40th and 41st sts.).

SALESMEN.

FOR INTERVIEW, CALL AT THE ADMINISTRATIVE OFFICES ON THE SIXTH FLOOR, 56 WEST 457H, 9:45 A. M. AND 1:45 P. M. ASK FOR MR. O'CONNELL.

SALESMEN.

WE HAVE AN UNUSUAL OPPORTUNITY FOR MEN WHO HAVE THE TALENT IN SELLING AND THE ABBITION TO MAKE REAL MONEY IN AN ENTIRELY NEW FIELD.

OUR ORGANIZATION IS MADE UP OF TRAINED MEN, EACH DEPARTMENT CONDUCTED BY THE MAN MOST PARTICULARLY SUITED TO EXECUTE HIS PARTICULAR DUTIES.

THE MEN JOINING THIS ORGANIZATION AT THIS TIME ARE LAYING THE FOUNDATION FOR A PERMANENT CONNECTION WITH UNLIMITED POSSIBILITIES. NATURALLY WE WANT AMBITIOUS MEN, AND THEY MUST HE MEN WHO ARE READY AND WILLING TO WORK OUR PLAN O'TH WAY.

IF YOU CARE FOR YOUR FUTURE ANSWER THIS AD IN FERSON.

CALL MONDAY, FEBRUARY 20TH AT 1:30 P. M.

11TH FLOOR, 255 FOURTH AVENUE, COR. 20TH STREET, AND ASK FOR MR. RIGBY.

SALESMEN. B. ALTMAN & CO., FIFTH AV. AND SATH STREET, REQUIRE EXPERIENCED SALESMEN IN THEIR

SILK AND LUGGAGE DEPARTMENTS. APPLY AT 35TH STREET, EMPLOYEES' ENTRANCE, OR BY LETTER ADDRESSED TO PERSONNEL BUREAU.

HELP WANTED-MALE.

SALESMEN. The Open Door to Success.

This advertisement presents the most spectacular variety of selling and executive OPPORTUNITIES ever offered by one Institution in the history of American business. "THE OPPORTUNITY OF A

is an expression that no longer reflects any originality. But there is no other way that YOU could surn up and express your opinion of the FACTS that fol-

FACTS COUNT.

Since JANUARY 1ST of this year 18 men, who started with its as salesmen, have stepped into important executive positions as SALES MANAGERS, ASSISTANT SALES MANAGERS, BRANCH OFFICE MANAGERS and DISTRICT SALES MANAGERS and DISTRICT SALES MANAGERS, thus realizing their ambitions of a life-time for big opportunity and great earning possibilities.

And now comes the newest addition to the Business Build-ers accounts:

The Piggly Wiggly Chain Store organization has written a record of brilliant success ever since its inception. It is acknowledged nationally as the outstanding merchandising idea of the day.

685 PROFITABLE PIGGLY WIGGLY STORES in the United States Illustrate the stupendous progress and success of the business.

Now Piggly Wiggly is under way to duplicate that success right here in New York, with a Business Builders Financial Campaign to assure the speediest establishment of 300 Piggly Wiggly Stores in New York City. Westchester County. Brooklyn and other parts of Long Island.

That Campaign has just been started, but aiready 4 Piggly Wiggly Stores have been opened one in Peekskill, another in New Rochelle, another on 140th Street near Third Avenue, and another on Broadway near 110th Street. With all due rapidity we are going to establish

206 ADDITIONAL PIGGLY WIGGLY STORES

right here in New York City and vicinity. Before YOU know it there will be a Piggly Wiggly in YOUR neighborhood.

And for the men of New York City this Campaign will open up an endless variety of opportunities in all the departments of a wast merchandising system. 300 Store Managers will be needed, to cay nothing of the District Supervisors and many other kinds of executive opportunities that will automatically come into existence.

ALL THESE OPPORTUNITIES are in addition to the many ex-ecutive positions into which men will be promoted from our Sales Fires, with the OTHER DETABLISHED, SUDESSFUL CORPORATIONS we are ex-

Many of our men are earning \$100 to \$250 a WEEK

and more, in commissions, sell-ing the securities of 'hese Cor-porations, while at the same time being trained and devel-oped for executive promotions.

Participation in a Financial Campaign is a fascinating form of Salesmanship, interesting and stimulating every day of the week, and your IMMEDIATE EARNINGS are limited only by the enthusiasm and carneatness of purpose with which you tackle YOUR job.

The experienced Saleaman will find that this Institution was made to order for him; but inexperience is no bar. That the Business Bullders has been successful in training and developing men of no previous experience is proved by the records.

The same thorough training, helpful cooperation and oppor-tunity to win a promotion into a big executive position are here for YOU right now.

You owe it to YOURSELF to come in and see for YOUR-SELP why this advertisement points the way to "THE OP-PORTUNITY OF A LIFETIME" and why this institution means so much to so many.

Call between 9 A. M. and 2 P. M. to register for our meet-ing that explains your oppor-tunity. Ask for Mr. Wells, in the Reception Room on the 12th Floor.

JAMES W. ELLIOTT'S BUSINESS BUILDERS, INC.,

12th and 13th Floors, Knickerbocker Building, 42d Street and Broadway.

SALESMEN

to call on retail hardware and house-furnishing trade of New York, Brook-lyn and Westchester with one of the leading lines of high grade alumi-num ware. Also one for New Jerney, Must be acquainted with the trade and know the utenal business. Only men of high character and ability need answer. Strictly commission basis.

Apply W 483 Herald, Herald sq.

SALESMEN - We are offering a Cumulative Preferred Stock, with bonus of Common and Participation in Royalties Trust, which shows very attractive features and great possibilities. attractive features and bilities.
We require the services of a limited number of capable salesmen on strictly commission basis.
Proposition approved, recommended and managed by a prominent organization of industrial Engineers.
T 718 Herald, 280 B way.

calling on potteries, tile, terra cotta and crucible migrs, to handle a line of imported and domestic china clays, on commission; territory east of Pittsburgh, Y 2076 Herald, 286 B'way.

SALESMEN.

Stock salesmen to sell well advertised industrial security on liberal commission basis; inside and outside work; clean cut proposition; leads furnished; opportunity to secure steady income and permanent connection. Room 516, 18 Broadway.

SALESMEN—Am organizing a sales force in Jersey City, with a concern which is national in scope; if you can qualify as to honesty, ambition, &c., can ofter you a permanent position where advancement is rapid. Call between 9 and 12 room 307, Journal Scuare Building, Jersey City.

SALESMAN—A bungalow colony in Queens (Grater New York), on Jamaica Bay and Rockaway Boulevard, is starting a campaign to sell bungalows, and wants capable saleaman, driving own car; leads furnished: commitsion basis only. BARCLAY BUILD-ERS, Suite S-24, 15 Broad st.

SALESMEN can make \$5 a day selling our preferred. Phone Mr. Romaine, Mutray Hill 1022, for appointment.

SALESMAN wanted for small line flatware for frame for appointment.

SALESMAN wanted for small line flatware for frame frame frame

HELP WANTED-MALE.

"HAVE YOU A GOOD OR A POOR OPINION OF YOURSELF ?"

The man who has a "GOOD" opinion of himself believes that there is NO LIMIT to what he can accomplish if only given the chance. The man who has the "POOR" opinion of himself is whipped even before he begins to fight. He sees other men accomplish big things. Thinks they have more Brains. For him there isn't a chance, it is a tragedy for men of ability to remain at some mediocre task elsewhere, or walk the streets looking for a position—when such an opportunity as this exists.

In the second of the control of the When they started with us they knew no more about the proposition than you know now. They simply followed our course of instruction, which is the most intensive and thorough in the country, and then went out and did their best. Their "Best" has yielded some an income as high as \$25,000 a year. They are right here now and you can meet them. They will tell you how easy this proposition is to sell. How any man of average ability should have no difficulty in earning \$1000 a month. How just one average sale a day is \$180 a week.

Surely you want this money, and you

Changing jobs every week or month is a most unhappy, unprofitable existence.

You want to "ANCHOR" and you want enough of an income to give yourself and your family the kind of a "life" they SHOULD have. Here now is the opportunity—POSI-TIVELY! It is a definite PROMISE. We will give you the necessary training to enable you to demonstrate the necessary ability to earn big money and quick promotion.

We have a way of taking perfectly "green" men and teaching them to sell our proposition in a big way. All we want is the men with the properspirit—the right mental attitude—men who are industrious and who will work hard and stick to it.

The OPPORTUNITY is the big thing and the next biggest thing is a man's DESIRE.

Not always the most BRILLIANT man achieves the greatest success. Industry and Persistency count more than Brilliancy.
"INDUSTRY" means that a man works hard.
"PERSISTENCY" means that he keeps on working.

As an example, see what "Industry and Persistency" got for these mendand not one of them ever sold ANY-THING before—They simply had the "DESIRE").

W H P

W. H. P. Formerly an Engineer. Came with this corpora-tion Oct. 17th. The first four days earned \$330. Now averages over \$1000

Army Officer
On 7 weeks leave.
Worked the 7 weeks
with us and left with
over \$1700 in his pocket.

Started here December 23. Was athletic instructor and football coach. Now averages better than \$100 a week. Finds the work so congenial and the future so bright that last week he turned down a definite offer of \$1000 a year from an Advertising Agency. He KNOWS he can make more with us.

This corporation is so magnitudinous in its scope that it can give a man an opportunity to advance himself to a high EXECUTIVE position.
Every man who now holds a sales EXECUTIVE position started as a salesman and was promoted as soon as he had demonstrated his ability. THAT SICULID BE PRIOOF. It doesn't pay to flounder around, and it certainly does not pay to "doubt." In justice to yourself write a letter detailing enough of your past experience to justify an interview. We can convince you that there is a big chance here to make big money and earn big promotion if you show the proper qualifications. We will soon be withdrawn.

The particular phase of our work for which we require salesmen is rapidly coming to a conclusion.

When that time does come soon—the "doors" will be closed to you.

which we require salesmen is rapidly coming to a conclusion. When that time does come soon—the "doors" will be closed to you.

The men we are taking now are placed in a more advantageous position than formerly. We are teaching them to handle our sales situation with a view to developing them into Sales and other EXECUTIVES. While we will ALWAYS need menthe opportunity to come in on the present LUCRATIVE basis with the present opportunities for PROMOTION will not continue indefinitely. Be alive to the opportunity while there is yet time. Write us the letter to-day. If you come in now, and prove your ability, you will have a wonderful opportunity to step quickly into our commercial department. Several new products of the company are shortly to be put upon the market. Every product will be sponsored by its lown corporation.

This means that we will want Sales EXECUTIVES for these different new subbidiary companies.

The men who can qualify in our selling ranks will be promoted to fill these important positions.

There is nothing visionary about this proposition.

This corporation is internationally

This corporation is internationally This corporation is internationally known. It is field it has no competition and its line of business is the least affected of any by business depression. If you will appreciate an income of \$12.000 a year and better, and are willing to work hard to get it— Write to-day for an interview. Writing a letter means nothing. WRITE IT! Certainly write it—if for no other reason than out of curiosity to find out just what we do offer. You won't know if you don't write. And it might so happen that we have just the POSITION that will give you everything you want.

N 2004 Herald, Herald sq.

SALESMAN—MANAGER'S ASSISTANT. I want two good men to work with me in New York: absolute integrity first requisite: sales experience or ability necessary; good pay and spiendid opportunity for quick promotion to highly paid managerial position; don't hesitate to answer if you are employed; it will pay you to make a change. Call room 301, 160 Pearl st.

SALES MANAGER.—MANUFACTURER OF METAL GOODS HAS AN OPENING FOR A SALES MANAGER WHO IS A HARD AND CONSCIENTIOUS WORKER AND CAN HANDLE MEN; MUST BE HIGHLY RECOMMENDED. D 2127 HERALD, HER-ALD SQ.

SALESMEN.

LARGE VEILING AND NETTING HOUSE
WITH ESTABLISHED TRADE IN THE
SOUTH HAS AN IMMEDIATE OPENING
FOR EXPERIENCED MAN, FINE SALEAR
FROPOSITION FOR ONE WELL ACQUAINTED WITH LARGE DEPARTMENT
STORE LYEFS OF THESE LINES. BOX
19, 200 CABLE BUILDING.

SALESMEN (accurity), with or without experience, to sell high class bonds of excertional merit; direct letters of introduction given by officers of corporation, who are well and favorably known; every assistance given; commission basis; permanent connections; references required. Bankers Finance Corporation, 36 Park place, Newark, N. J.

HELP WANTED-MALE.

SALESMEN

ONE OF THE OLDEST OFFICE APPLIANCE COMPANIES IN AMERICA, WHOSE PRODUCTS HAVE ENJOYED WORLDWIDE DISTRIBUTION SINCE 1000, IS PLANNING AN INTENSIVE ADVERTISING AND MERCHANDISING CIMPAIGN THROUGHOUT. THE UNITED STATES AND CAMPACHED STATES AND CAMPACHED STATES AND CAMPACHED STATES AND OFFICE MANAGERS, 2 TRAVELLING SALES SUPERVISORS AND OVER 100 SALESMEN OF THE BETTER CLASS.

THE POSITIONS WILL PAY FROM \$3,500 TO \$15,000 AN-NUALLY IN CASH COMMISSIONS AND BONUSES.

EXPERIENCE IN THE OFPICE APPLIANCE FIELD IS
UNNECESSARY IN ORDER TO
QUALIFY—CHARACTER, INITIATIVE AND SALES ABILITY
WILL COUNT FIRST. APPLICANTS WILL BE GIVEN A
THOROUGH TRAINING (WITHOUT FINANCIAL SACRIFICE
TO THEMSELVES) IN BOTH
OUR FINANCIAL AND MERCHANDISING DEPARTMENTS
BEFORE BEING PROMOTED TO
PERMANENT SALES EXECUTIVE FOSITIONS.

WRITE FULLY. STATING AGE, EDUCATION, WHETHER MARRIED OR SINGLE, AVER-AGE YEARLY EARNINGS AND SALES EXPERIENCE DURING THE PAST THREE YEARS. REFERENCES CAN BE GIVEN AT AN INTERVIEW WHICH WILL BE ARRANGED LATER.

ALL APPLICATIONS WILL BE TREATED CONFIDENTIALLY. ADDRESS P. O. BOX 60, TIMES SQUARE STATION, NEW YORK.

SALESMEN for the distribution of auto ac-cessories required by law; we are manu-facturers and patentees; letting contracts now. The Mac Company, 1595, B'way, city,

SECURITY SALESMEN.

No matter what you are doing now here is something you cannot afford to miss. If you have one or more prospects to whom you can offer during the next ten days only a preferred and common issue of a going, growing industrial, backed by men of national reputation, we can offer you a proposition, better, we believe, than you have ever had before. To get in on this you will have to act at once, as this offer only holds good for the next ten days. Room 624, 47 West 34th Street.

SECURITY SALESMEN.

SECURITY SALESMEN.

Our product is now on the market and handled by the leading retailers. We want four salesmen immediately. Every month means expansion, and we need good men. Salesmen who have ambition, with plenty of grit and determination, can make their way with us. We give ungrudging support and recognition. Call between 10 A. M. and 3 P. M. for interview, room 1504, Gotham National Bank Bldg.

SECURITY SALESMEN.

If you think you can sell as 8 per cent, coupon bond with a bonus-96 common stock of a local concern manufacturing an automobile necessity of merit for which there is a nationwide demand, irrespective of commercial or financial conditions, call and see MR. PHILLIPS, from 10-12 A. M. or 2-4 P. M. Liberal commission; positively no advances. Rooms 1103 and 1105, 24 Stone st.

In our organization we have an open-ing for three additional high grade, clean cut men who are capable of handling a security of merit and one which can stand an investigation. Leads furnished, liberal commapply room 62, 180 Broadway.

SEGURITY SALESMEN.

Established firm offering high grade security requires reliable, steady workers to call on real, live, fresh leads; money required for a going concern needing additional working capital; Bradstreet's financial statements excellent, testimonials; an able stock selling plan is enabling salesmen to earn steadily from \$30 to \$100 daily; all Eastern States; blue sky laws passed. Call mornings, Suite 503, 72 Trinity place.

SECURITY SALESMEN WANTED.

We have need for two salesmen to work on a new security issue; liberal supply of leads available; salesmen must be prepared to make bond of \$5,000 if required; commission basis. Roberts & Co., Tel. Bowling Green 7943-7944-1953, 66 Broadway, New York.

York.

SECURITY SALESMEN (2)
with successful record; special list of prospects, with some leads; permanent connection, with liberal commission. Call Monday and Tuesday mornings, room 1013, 19 West 44th st.

What Others Say AboutResultsFrom **Herald Want Ads**

No. 22.

JAGELS & BELLIS Hoboken, N. J.

THE NEW YORK HERALD

My Holp Wanted advertisemen for a "couple" in The New York Herald was so worded that applicants would have to be exceptionally capable and have references that would bear personal investigation.

Five couples of the large number that responded met the necessary requirements, and any one of them would have been satisfactory from my point of view.

Very sincerely yours.

Very sincerely yours, C. H. C. JAGELS. Place All Your Want Ads in

THE NEW YORK HERALD Telephone Worth 10,000

HELP WANTED-MALE.

SECURITY SALESMEN.

WIDE PUBLICITY CAMPAIGN APPEALING BILL POSTERS MASS MEETINGS AND

Every one you approach has confidence in this proposition.

The more calls you make the stronger you get. Commissions only will enable you to earn a large income. No advances made.

ALL AMERICAN SECURITIES
CORPORATION,
56 Pine st., N. Y. Phone John 04 Phone John 0400.

SECURITY salesmen—Old established brokerage requires the services of a few high class security salesmen on proposition of exceptional merit, close to New York city; earning possibilities entirely unlimited; strong local bank indorsement; high class men only; liberal commission. EB 685 Herald, Herald sq.

SECURITY SALESMEN.

MEN-HIGH GRADE, INTELLIGENT MEN
TO ASSIST IN THE DEVELOPMENT OF
LARGE FINANCE CORPORATION AND
LATER BECOME MEMBERS OF BOND
SALES ORGANIZATION. CLEAN CUT
MEN 25 YEARS OR OVER WILL FIND
THIS A REAL OPPORTUNITY. T 719
HERALD. 280 B'WAY.

SHOE SALESMEN.

EDMONDS SHOE COMPANY OF MILWAUKEE WILL OPEN DISTRIBUTING BRANCH IN NEW YORK CITY: A GOOD OPPORTUNITY FOR A FEW HIGH CLASS SALESMENT OF COVER NEW YORK CITY. NEW JERSEY AND SOUTHERN NEW YORK STATE: GIVE EXPERIENCE AND REFERENCE.

EDMONDS 1905 CO.,

16 HUDSON ST.,

HUDSON READE BUILDING,

ROOM 305.

SILK SALESMEN WANTED BY LARGE SILK HOUSE, FOR NEW YORK AND PENNSYLVANIA, SOUTHEASTERN COAST STATES, ALSO TEXAS: MUST BE THOROUGHLY ACQUAINTED WITH THE LINE AND WITH THE TRADE; COMMISSION EASIS WITH DRAWING ACCOUNT; STATE QUALIFICATIONS AND FULL FARTICULARS. W 479 HEALD, HERALD SQ.

We want a first class stock salesman, one who has the ability to earn at least \$10,000 per year, to sell a high grade preferred stock to the trade by a first class manufacturing company who manufacture only first class goods and who have over 5,000 customers and all good prospects; to the right man a great opportunity. Address Lock Box 291, Rochester, N. Y.

STOCK clerk, about 18, in rapidly expanding waist house; high school graduat preferred; state salary and experience is any. W 481 Herald, Herald sq.

TRAFFIC MEN.

We are desirous of interviewing men under 35 who seek executive traffic positions; rallroad, shipping room or postal experience an advantage, though not essential, as we will consider inexperienced men, provided they are clean cut and have real ambition. Selected applicants must be presently employed, as salary does not start until qualifications are proven. Requires small amount of spare time preparation after which those qualifying should earn from \$70 to \$75 a week, with future limited only by their own ability. State age, education, present occupation and confidential interview will be arranged. Box F 2020 Herald, Herald sq. TRAVELER WANTED.

A real man who expects to go to San Francisco or Los Angeles within two weeks, if he knows how to travel and look out for two others can have part of his expenses paid if he will communicate with T 717 Herald, 286 Broadway.

A first class tuner and regulator, must be thoroughly experienced in grand action work; good and permanent position to right man; write giving complete experience, references and present employment, when available and all other information; plane firm of highest type. Apply W 485 Herald, Herald sq.

WANTED—Couple; man, chauffeur, gar-dener; wife, general houseworker; family 3 adulta; North Shore, L. I.; references re-quired. W 490 Herald, Herald sq. WANTED-By electrical concern, young man for selling. T., 807 Herald, Fulton st.

YOUNG MEN.

A solid future, with permanent connection, is offered to YOU if you are willing to prove your ability as a salesman. We offer an opportunity to you which will give you the chance to create for yourself a solid, worth while position where your growth will be illmited only by your ability. Read our advertisement headed "Salesman, the Open Door to Success."

YOUNG man wanted by a manufacturing corporation, not over 25, having experience in handling railroad freight rates in Southeastern territory; must have thorough knowledge of construction of such rates gained from experience in general traffic department of some Southeastern railroad and be willing to act as rate clerk in large industrial traffic office where opportunity exists for advancement. T 720 Herald, 280 Bway.

YOUNG man, Protestant, age 23 to 26; college man preferred; high school required; outside position, investigating and reporting on individuals; permanent for right man; chance to earn promotion; established business; give school and business experience, salary expected. A 2288 Herald, Herald sq. YOUNG man, intelligent, to take charge of stock room; opportunity for advancement; state age and experience. Q 1861 Herald, 16th st. YOUNG man in a savings bank; Christian; neat, accurate at figures; good penman; state age and salary. A 2272 Herald, Her-ald sq.

YOUNG man, 16-17 years, for general office work; must be bright and active; salary \$12 a week. W 596 Herald. Herald sq. If you are not satisfied with your rate of progress in bulsiness or if you are not sure that you are in the right vocation, we can help you meet these problems and progress as far in the next year or two as you would otherwise do in 8 to 10 years. Write for free booklet H3. Life-Pianning Institute, 515 Longace Puilding, Times square, New York of the control of the

city.

ACCOUNTANTS, auditors, resident and traveling: salaries \$2,040-\$3,500; income tax, Government service; examination March 8; send for free information. Box 3261, Washington, D. C.

LEARN linotype; earn \$3,000 yearly; more than 1,000 have attended; cost \$200; investigate. Empire School, 133 E. 16th.

MEN wanted to qualify for firemen, brake-men; experience unnecessary; transporta-tion furnished, Write W. Boggess, Stylouis.

EMPLOYMENT EXCHANGE 30 Church Street, New York City.

EMPLOYMENT AGENCIES.

Help Wanted Male-Commercial.

Established 1909.

EXECUTIVE & TECHNICAL DEPARTMENT.

BANKING & BROKERAGE DEPARTMENT.

Must be rapid stenographer. \$35.00 & lunches.

REMINCTON WAHL OPERATORS—Experienced. \$30.

NOTE TELLER—Also knowledge of discounts knowledge of German or Jew-lish. \$100.00 R.—Specialized in credit invaligation of foreign names. Translate Spanish of English. \$25.00.

INVESTIGATOR—Specialized in credit invaligation of foreign names. Translate Spanish of English. \$25.00.

Jens A ACOUNTANT—Opportunity in accounting department of N.Y. S. E. House. \$27.00.

BOND CLERK—Bond cage experience, figure interest and detail work. \$25.00. & lunches.

STENOGRAPHER—Excellent Opportunity for Junior. \$25.00 & lunches.

STENOGRAPHER—Excellent Opportunity for Junior. \$25.00 & lunches.

BANK CLERK—Brooklyn. Some book-keeping. \$100.00 Month.

NIGHT CLERK—Hours 1 A. M. to 9:00 A. M. \$20.00 and breakfast, JUNIOR CLERK—Some bank experience. \$18.00.

COLLEGE MAN—Opportunity to learn banking business. \$000 and lunches.

MESSENGERS & OFFICE BOYS—\$12.00 up.

JUNIOR EXECUTIVE DEPARTMENT.

CREDIT & COLLECTION CORRES.—
Cloak & sult experience; \$2000 year.
CORRESPONDENT — Adjustment work
with out of town dealers; salary commensurate.
SALES PROMOTION CORRESPONDENT
—Must have building material experience; \$1800-2000 year.
BOOKKEEPER — Silk experience; about
\$2000.

\$2000. BOOKKEEPER — Advertising agency; \$1800-2000 year. ATTORNEY — Handle probats matters; \$1800.

LAW STUDENTS-Adjustment work;

CLERICAL DEPARTMENT.

Call 9-1. Room 715.

The "NATIONAL" is the LARGEST. 30 Church Street.

COUPLES wanted immediately. Wettler's Agency, 20 West 43d St.

TELEPHONE DIRECTORY

Of Home and Business Needs.

BOATS, LAUNCHES AND ACCESSORIES.

ACCOUNTANT—Thoro S.S. exp.; \$4,000. ASST TO SALES MGR.—Willing to travel in the West; security selling exp.; \$3-4000. ACCOUNTANT—R. R.; man who specialized on disbursement and traffic accounts; \$3000. SALESMAN—Familiar with workmen's clothes trade: up to \$4000. ACCOUNTANT—Emglish chartered; \$3000. SALES ENGR.—Ability to handle sales force: prefer E. E. graduate; \$3000 plus. SALES ENGR.—Exp. selling chemicals; \$3000. ELECTROLYSIS.

ETHEL MICHELSTETTER,
scient'fically removes hair by the latest method, using two to sixteen needles, according to your case; references.

Each case a special study.
Suite 504. Longacre 8431, 25 W 424.
SUPERFLUOUS hair, warts, moles and facial blemishes permanently removed without pain or scarring; students trained. Mme. C. Wallker, Hotel Pemsylvania, New York city, Tel. Pem, 2362.
HELEN BRIGGS, electric needle expert, SU-PERFLUOUS HAIR permanently removed, eyebrows arched. 437 5th av. Murray Hill 1544. 12 years at 1133 Broadway. SALES ENGR.—Exp. selling chemicals; \$3000.
MINING ENGR.—Gold and sliver; location S. Africa; \$4-5000.
LIABILITY UNDERWRITER—Auto and workmen's compensation; \$2400-3000.
ARCH. DFTS.—Apartment house and office building exp.; \$2500-3000.
SALESMAN—Able to interview architects and read plans; \$2500-3000.
SALESMAN—Able to interview architects and read plans; \$2000.
CORRESPONDENT—College grad; book publ. exp. desirable; \$2080-2600.
SALESMAN—Exp. selling restaurants, hotels and sprocery stores; \$2080.
BOOKKEPPER—Handle tull set of books; should know foreign exchange; knolledge of German and French; \$2080.
DOTAILER—Reinforced concrete; \$1800-1007. FURNITURE WANTED. FURNITURE WANTED — PAY FULL VALUE CONTENTS HOUSES. APART-MENTS, PIANOS, BOOKS, PAINTINGS, BRIG-A-BRAG, &G. TOBIAS, 120 UNIVER-SITY PLACE. STUYVESANT 1879. FURNITURE-PRIVATE.

FOR Sale—A number of fine pictures by American artists. W 494 Herald, Herald square.
FOR Sale—9 piece wainut dining room set;
cheap. Audubon 5756, apartment 10A. 2000.
ESPIMATOR—Act as assistant on m. d.'s calculate weight; \$1560.
DRAFTSMAN—Arch, detall; sheet metal and skylight exp.; \$1560.
SERVICE MAN—Elec. training; auto equipment; N. E. terr.; \$1800 & exp.
INSPECTOR—E. E. grad.; figure installations; \$1200-1400. GOWNS. Dresses, Coats, Furs. Samples, AT RIDICULOUSLY LOW PRICES, DWYER, Murray Hill 7075, extension

Of Home and Business Needs.

BUILDERS AND CONTRACTORS.

PAINTING, decorating, residences, offices, stores, &c. OLSON, 211 W.122d, Morn.5870.

ODDS and ENDS SOUTHERN caterer; shy, goes anywhere; cooks and serves dinner parties of all kinds at short notice; banqueta, parties specialty. MRS BENJAMIN PRICE, 144 W. 131s; at. Morningaide 2085.

DOGS, CATS, BIRDS, &C.

POLICE puppies, highly pedigreed. PRZE-MAN, 3856 10th av., apartment 36 (B'way subway to 207th). Wadsworth 3812.

ELECTROLYSIS.

HAIRDRESSERS. BALES CORRESPONDENT—For conservative bond house. Therough sales correspondence experience. Prefer college man. \$50 up.
CREDIT INVESTIGATORS—3 to 6 years credit investigating experience with N. Y. bank; \$2500 up.
BOOKKESPER—Experienced N. Y. S. E. House; \$40.00.
STENOGRAPHER—Credit Department, Must be rapid stenographer, \$35.00 & lunches. FRENCH MUD PACKS.

We specialize in hair hennas, permanent waving; also ready to wear bobs. Miss ANNA, 2172 Broadway. Schuyler 7513.

PERMANENT Hair Waving—Hairdressing. Exclusive, Original Invention.

C. NESTLE CO.

12-14 E. 49th. Phones Vanderbit 9086-4112.

HAIRDRESSING—MARCEL WAVING.

EXPERT: PRIVATE INSTRUCTION.

E. GINN, 665 5th av., Suite 611.

HOUSE FURNISHINGS.

HOUSE CLEANING.

INSTRUCTION-COOKING.

INSTRUCTION-DANCING.

SPECIAL MODERN DANCING.

SPECIAL ATTENTION TO BEGINNERS.

AMY COTTON, 171 WIST 718T ST.

PHONE COLUMBUS 1570.

MISS ARLINE—MODERN dancing; special attention beginners. 43 W. 50th st. Tel.

Circle 4556 attention beginners. 43 W. 50th at. Tel. Circle 4556.

MARY MARILYN-PRIVATE INSTRUCTION SOCIETY DANCING; APPOINTMENT ONLY Circle 4361.

MISS GAYLE SHEPHERD teaches beginners to dance correctly in four private lessons. Studio. 67 West 71st. Col. 1311.

MR. AND MES. SADLER'S DANCING ACADEMY, 2788 Bway, Academy 1581.

Private lessons daily. Classes every evening,

INSTRUCTION-DRESSMAKING.

RAGTIME THOROUGHLY TAUGHT.
Plano, violin, saxophoae, all band, orchestral,
string instruments, 12 to 25 lessoons,
WEEKLY PAYMENTS, ESTAB, 20 YEARS,
VICTORIA MUSIC STUDIOS,
435 Bergen st., Brooklyn. Sterling 1109.

LIFE insurance policies purchased issued by the Equitable, Mutual and New York Life maturing 1921 to 1925; Inpeed policies reinstated. Rector 5023. THOMPSON, AUSTIN & CO., 141 Broadway.

MASSEUSES.

MASSEUSES.

HEALTH GIVES WEALTH.

Treatments given by bona fide Swedish graduate; excellent for poor circulation, rheumatism, neuritis, gout, paralysis, colds, sprains, constipation; specialize in reducing; prompt and satisfactory service; references, 51 West 84th. Schuyler 4234.

MASSEUSE, license 16283, refined, colored; medical, rheumatism, nervousness, general; ladies' residences. SMITH, 2925 Morningside, MASSEUSE, colored, licensed (28094), desires few more lady patients. McDON.

NELL. Audubon 8396.

MASSEUSE, colored, exper;, scientific, Swedish, electrical; -rheumatism, neuritis; license 67020. Col. 1330.

PLAYER Plano, beautiful instrument; month old; cost \$700; sacrifice to quick buyer. Apt. 42, 157 Manhattan av (197th). STEINWAY upright plano for sale; fine con-dition; exceptional bargain. Tel. Main 8322.

WARNING.—Unemployed, don't come to Muscle Shoals now; possibilities are a large army of industrial workers, mechanics, mechiniats, carpenters, electricians, painters, plumbers, stenographers, bookkeepers, funkeepers, dc., will be needed in very near future; send \$1 and we will mail application blank and information and every effort will be made to place you when work starts; this organization has been investigated by Florence Chamber of Commerce, Muscle Shoals Employment Bureau, box 71, Florence Ala.

HERBERT L. COLLIN,
Printer-Lithographer,
165 Front st., N. Y. C. Tel. John 4021.

RUGS.

If you are seeking new capital, a part-

ness Opportunity Ad. in THE NEW YORK HERALD may accomplish just what you are after. Try one. Telephone

BEAUTIFUL new wicker and seagrass fur-niture, just arrived from Hong Kong, China; leaving city; reasonable, Mrs. VAN WERT, 238 West 55th et. Clicle 9478. SOLID walnut finish oak bookcase, 53 inches high, 55 inches wide, three lattleed doors; mahogany antique Colonial table, round top, 36 inches diameter; mahogany Sheraton desk, curved front; mahogany Colonial sofa, Schuyler 3131. Schuyler 3131.

AT A SACRIFICE,
two beautiful Turkish Oriental rugs, 3x6 and
9x12. For particulars call
E. J. MASS REALITY CO., INC.,
200 WEST 102D ST.

DINING table, managany, almost new, wainut finish; would sell 4 or 6 chairs, tan reversible rug. Audubon 5117.

clean houses, walls, windows, floors, wood-work, paint, kalsomine, whitewash, polish cors, furniture. ANDERSON, 308 W. 148th.

LEMCKE COOKING SCHOOL, 26 W. 94th st.-Practical individual work; classes daily. Phone Riverside 2824. Special cooks' classes.

Live STUDENTS—Adjustment work;
\$1500.
STENOGRAPHER—Locate Newport
News, Vz.; \$1500 year.
STENOGRAPHER—CLERK (2)—Tempotary for one month; \$1800 year.
SHIPPING CLERK—Experienced furniture man; \$1800 year.
SALESMAN—Handle paper for large jobber; salary and commission.
SALESMEN (2)—Well known hardware
company; traveling; \$1800-2500 year &
expenses.
JUNIOR SALESMEN—About one year
good salem experience; \$1300 year; comnuisation later. DESIGNING, dressmaking, millinery taught, day, evening, individual instruction. Me-DOWELL, SCHOOL, 58 W. 49th st. Long-acre 7232. Chartered under Regents. DOOKKEEPER—Must have whele, grocery experience, \$25.

BOOKKEEPER—Accounts Rec.; dry gcods or textile exper, \$25.

SPOKKEEPER—Accounts Rec.; dry gcods or textile exper, \$25.

ASST. CREDIT MAN-Retail exper, preferred; personality and appearance must be the best, \$23.

COLLECTION CORRESPONDENT—Experience, \$25.

ENTRY CLERK—Age 30-25. Must have exper, in dry goods entering from call, \$100 Mo.

TYPIST—Fast touch operator; tabulating, accounting, statistics; salary open.

MAP CLERK—Fire Ins. exper, \$55 Mo.

STOCK BKPR.—Previous exper, with Silk Commission house, \$20.

STOCK BKPR.—Previous exper, with silk Commission house, \$20.

STOCK BKPR.—Previous exper, with sell woolen house, \$20.

STOCK CLERK—Whele, silks, \$20.

HIGH SCHOOL GRADS. (5)—Slight exper, or at least interested in one of the following: Cost accounting, production, chemistry, Convenient to Long Island, Queens, Bronx or Manhatan, \$35 Month.

COST CLERK—Use comptometer; Long Island City, \$20.

STENOGRAPHERS—About one dozen various openings with Christian firms for clean cut young Americans, with two or three years' exper, at \$25.

JR. STENOS—Little or no exper, required if really capable, \$20.

SPECIAL OPPORTUNITY WITH well known Acctg. Firm—for young Americans ettol. will act as Aast, Seey, to Prominent C. P. A.; chance to learn Accts. \$20.

YOUNG MAN—Excellent opport; young man with H. S. education, to connect with large mig. concern at their plant at Harrison, N. J. Familiarity with shipping documents preferred, but not absolutely necessary; \$75 per month.

STENOGRAPHER—Down oil; \$17.

OFFICE BOYS, MESSENGERS, ETC.—Excellent positions for young, clean cut, snappy American boys who are really interested in their future; \$10-12.

Call \$-1.

INSURANCE.

LAWYERS. LAWYER McDOWELL,
799 Broadway, 11th st.
Stuy. 10017; night phone Morn. 1059.

OFFICE EQUIPMENT.

ADDRESSING machine, Elliott, foot power; good condition; 61 stencil trays. LEO M. COOPER, 44 W. 28th st. Watkins 2811.
COMPLETE three room office equipment, rugs, manogany desks, chairs, tables, files, &c. Room 1418, 30 Church st. Cortland; 3278. PIANOS AND PHONOGRAPHS.

PRINTING MACHINERY. MULTI-COLOR press, automatic feed, ¼ h. p. motor. KUSCHNER, 7 Reid av., B'klyn.

RUGS—Fine Persian rugs for sale at any price, Room 1, 1358 Broadway.

ner or want to start a business, a Busiadvertisements to Worth 10,000.